



CIO of the  
Commonwealth  
Lem Stewart

### From the CIO

Throughout Virginia's groundbreaking IT initiatives, VITA has worked closely with Gartner Core Research to broaden our expertise, include objective perspectives early in the planning process, and analyze potential decisions. Many of our local government partners also have found business value with this service - and the significant savings available by utilizing VITA's contract. I invite you to investigate the possible benefits for your organization.

### Gartner's Technology Research and Independent Insight Helps with IT Decisions

Widely recognized as the independent leader in technology consulting, Gartner's expertise covers a broad set of cross-industry topics and delivers the insight necessary to make the right decisions. Gartner's flagship service, Core Research, is a combination of documented research and telephone consultation services to help IT and business technology decision-makers. VITA's contract with Gartner allows any governmental entity to access these valuable research services at discounts of 43 to 45% per seat license.

#### Benefits

- \* Expand knowledge
- \* Build competencies
- \* Obtain objective viewpoints
- \* Validate decisions



### What Customers are Saying:



"The City of Hampton has accessed Gartner analysts for the last few years. The online systems provide timely, relevant research that I have found invaluable to the management of IT and the marrying of IT to our organization's challenges. The ability to talk directly to researchers and consultants is very helpful. Gartner has developed a comprehensive and useful set of tools that I rely on. VITA's consolidated Gartner research contract enabled me to participate by leveraging discounted pricing."

**John Eagle**  
Director, Information Technology  
City of Hampton

"Virginia Beach City Public Schools planners have been leveraging Gartner research and accessing analyst support for more than three years with the help of the significant discount through VITA's consolidated contract. By having access to industry specific analysts in the public schools sector, we have been able to formulate strategic decisions for technology initiatives, follow through plans to successful implementations, and validate strategic decisions concerning the implementation of student data management, data analysis, and assessment systems."

**Michael Nicolaides**  
Director, Information Technology  
Virginia Beach City Public Schools



### Who to Contact for More Information:

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